

## A Brand New Proposition Launched in Pensacola

"The Poor Man's Store," Reducing the Gentle Art of Giving to an Extremely Fine and Satisfactory Point, To Be Installed By Salvationists.

—BY BONNIE BURNHAM—

"The gentle art of giving" is to be reduced to an exceptionally fine and very satisfactory point in Pensacola during the next few months, according to present plans of the local branch of the Salvation Army.

Adj. Grimshaw, in the first place, is an exceptionally clever man.

He has manifested this fact in many ways during his brief term of residence in the city, and is preparing to impress the community even more with his actually valuable personality in the near future.

Pensacola's army work, admittedly far below the standard which one might wish in days gone by, is to receive an impetus, in fact, which will be noteworthy indeed, and this is most acceptable good news.

Had it ever occurred to you that there are many cases of local charity that are far from worthy ones—of persons who learn to look to the army for every necessity of life, and who have effectually and forever severed their particular and personal acquaintance with the thing called "work"? This is an actual proposition which the Salvationist has to deal with. For once, however, the army as represented locally is to be thoroughly adequate to the situation. An opportunity is to be given these particularly unfortunate to earn a small salary at least until more suitable work can be secured for them.

How is it to be done?

Easily enough when you once know how.

### The Army Store.

What is known in larger cities as "the poor man's store" is to be introduced in Pensacola.

Old clothing, books, furniture, and any article which may be fit for sale, is to be collected by the army, and placed in this store, not, however, before a corps of assistants have placed the possibly damaged articles in a salable condition. These assistants are persons who have been unable to secure work, and are on the bounty of the army.

If they are the "right sort," they are glad to embrace the opportunity of accepting any work whatever, and here is offered a fine chance for such a discrimination. When finished, these articles are placed in the store, and sold for a few cents to persons, who, though unfortunate in situation, refuse to be pauperized. That the plan will be of infinite benefit to Pensacola is without doubt and the following account of the work as carried on in New York City will be read with interest by those who realize the necessity of this line of work in Pensacola:

### What to Do.

"Oh, dear!" sighs the lady of the house, "what am I going to do with all these old clothes? I hate to burn them up, for they're perfectly good; and here's three pairs of George's shoes only half worn out, and he's so particular about his shoes!"

"I'll tell you what to do, ma'am. Give them to the Salvation Army. Let the man with the wagon carry them away. Of course, you may not be actuated by charitable motives; very few of us are. All you want is to get that stuff out of the way; I understand that."

Would you mind knowing where those old clothes and old shoes go, and what happens to them after they get there?

At 1227 Larimer street, across the bridge from the city hall, there is a long, low building which looks like a second-hand store. There are windows full of all sorts of things—another "old Curiosity Shop." Dickens would have written a book about this store—the industrial branch of the army. It differs from a second-hand store in one essential particular. Nobody ever saw a second-hand man doing business with more than one customer at a time. In the army store there are always half a dozen and oftentimes more. There's a reason, which will appear later.

"Sure," said Adjutant Flaherty, the man in charge of the place, "look around all you want to. We have a little bit of everything here. The only thing we cannot use are shoes and tin cans." A little bit of everything! The adjutant hit it there.

### Rare and Valuable Books.

Over in one part of the store were the books—second-hand books. I saw a bound volume of Goody's Lady's Book for the year 1864 nestled in beside a new volume labeled "Perfect Etiquette." I saw a big, bulky report of the labors of the committee on reconstruction, 1868; I saw a complete file of Harper's Weekly, covering the period of the war—in perfect order. Somebody lost a treasure there and did not know it. Over in the corner, at the end of the shelves, were some pictures in frames—photographs of a man and woman in the costumes of the early '70s, evidently husband and wife, come at last to lie in a dark corner of a second-hand store.

"Where on earth do all these books and pictures come from?" I asked Adjutant Flaherty.

"Everywhere," said he, waving his hands to the four corners. "People move away or die and their relatives do not want their old books and things, so they come to us. The books are only a side line. Come out into the clothing department."

He called it a clothing department, but there was a little bit of everything out there in the main room. Among other odd things I saw a set of children's tempins, a pair of crutches, several bath cabinets, a big, aristocratic-looking davenport with one mahogany end and carved by fire; two cameras, several ice skates, a silk hat, a stuffed owl, a toy dachshund which squeaked when pinched, two red and green parakeets in a glass cage, and a religious motto in a frame. The stories these things could tell, if they had tongues.

Then there were the heaps on heaps of clothing—second-hand clothing. Trousers in fair condition; coats, shiny at the elbows, but whole; overcoats thick as boards and needing nothing but the tailor's iron; mounds of shoes, boxes of shirts, collars and cuffs.

"How does it work?" I asked.



ADJUTANT AND MRS GRIMSHAW.  
In charge of the Salvation Army work in Pensacola.

"It won't take long to tell you, said the man in charge. "In the first place, we are running a store, not a charitable institution. Our expenses are rather more than \$125 a week, and we do not appeal to the public for a cent of money to keep this place going. It supports itself. If we gave things away indiscriminately our stock would soon be gone, and at the same time we would be running into debt. The money taken in during the week pays our expenses, and just about that and no more. We are now operating four wagons daily. Two of these have been purchased within the last month or so. Our customers are the wives and children of laboring men who earn less than \$2 per day. Look in there."

### Saved From Suicide.

Five months ago a young Englishman landed in Denver. He was a mechanical draughtsman who had held important positions in India under the British government. He came to America expecting to work on the Panama canal. He would not take out naturalization papers, and the job was given to another man. With a few hundred dollars in his pockets he started west, stopping at every large city en route. It was the time of the panic, and there seemed to be no work for a mechanical draughtsman. He arrived in Denver with a few pieces of silver in his pocket, and these soon disappeared. From Thursday noon to Sunday night he walked the streets, but as soon as they heard he was not to beg. On Sunday night he started for the railroad yards intending to throw himself under a train. It was an uncomfortable sort of a way out of his misery, but it takes money to suicide decently, and he had none.

He heard the army people singing on the street corner, and something that was said attracted him to their hall. There they talked with him and he told them he was hungry. They had been talking about his story, but as soon as they heard he was hungry they began to interest themselves in his body. They fed him, and the next day he went to work. He is still working in the poor man's store, where he is a sort of general manager. He can tell at a glance whether a pair of trousers should bring ten or fifteen cents. He has been offered at least two good positions, with much more money attached. He sticks with the bridge which carried him over, because, as he says, it saved his life, and he feels that he owes it one year's work. Think of a man being hungry for three days and nights—in Denver!

### An Agricultural Failure.

One night a young man and his wife entered the store. Both were weeping. The young fellow had been an unsuccessful farmer and had arrived in Denver with a few dollars which he realized by the sale of his horse and buggy. He tried to find work and in the meantime his money ran out. The landlady at the lodging house turned the young couple into the street, holding their baggage as security for the few dollars they owed her. Without a cent and no place to go they turned up in the little junk store. Adjutant Flaherty put them both to work, and paid them a small salary between them. He helped the young man to his feet, and later he secured a steady job. He is doing well at present, and has a little home.

A minister of the gospel fell from grace to liquor, and the army people found him drunk on the streets. He sobered up and went to work in the little old store. In time he was able to send east for his wife and children. He now has a respectable position and a comfortable home.

Only last week an old man, ninety years of age, tottered into the store. He had come to Denver to bury his last child. He had no overcoat, and said that he thought he was freezing. The old man was fitted out with warm winter clothing and sent out in the country, where he had friends.

I might cite a dozen cases, some of which came under my personal observation during the morning I spent in the poor man's store, but what is the use?

I have told you what becomes of the old clothes and the old shoes. The

## TRADESMAN'S WEEKLY REVIEW

New Industries Formed in Dixieland During the Past Week.

Social to The Journal.  
Chattanooga, Tenn., Dec. 13.—In an article concerning the business improvement in textile mill sections of the south The Tradesman sums up the situation in the following paragraph:

"At this time most of the southern mills that had to close down during the panic are running, and during the past few weeks many mills have gone back to night work. Taken all in all, both from the standpoint of the mill owner and of the operative, December has been decidedly the best month of the year in southern mill circles, and January promises to be even better."

Summarizing conditions in the lumber market, the Tradesman says: "With abundant crops and unbounded confidence in the future, there is nothing to fear, and prices remain firm even where the demand is less persistent. One of the greatest factors in the situation will be the railroads of the south, which will require considerable lumber for improvements that will be quite generally begun after the first of the year. The car manufacturing concerns will be especially large factors in the market, and the big mills all seem to be preparing for an unprecedented rush within a very few weeks."

Reports to the Tradesman indicate a continuation of the general forward movement in all industrial lines throughout the south. Especially is this conspicuous in the inauguration of new industries, the following being the record for the week ending today, only the more important concerns being noted:

**Alabama.**  
Cordova—\$50,000 coal company.  
Jasper—\$50,000 coal company.  
Birmingham—\$20,000 manufacturing company; \$40,000 coal and coke company; \$10,000 lumber and coal company; marble works.  
Malvern—\$20,000 naval stores company.  
Jacksonville—\$25,000 fertilizer factory.

**Tallahassee.**  
Tallahassee—\$20,000 timber company.  
Paint Rock—\$5,000 stove company.  
Tallahassee—Foundry and machine shop.

**Arkansas.**  
El Dorado—Fishing plant.  
Fort Smith—\$50,000 electrical supply company.  
Pine Bluff—Two \$100,000 land companies.  
Mountain Home—Mining company.

**Florida.**  
Tampa—Mining company.  
**Georgia.**  
Athens—\$50,000 building company.  
Dalton—\$4,000 cotton gin.  
Albany—Electric company.  
Barnesville—\$10,000 manufacturing company.

**Columbus.**  
Columbus—\$300,000 cotton mill.  
**Kentucky.**  
Hopkinsville—Machine shop.  
Lexington—\$20,000 tobacco prizer.

**Louisiana.**  
Merryville—\$10,000 telephone company.  
Denham—Handle factory.  
Covington—Syrup refinery.  
Jennings—\$30,000 gas plant.  
Shreveport—\$30,000 oil company.

**Mississippi.**  
Meridian—\$50,000 construction company.  
Jackson—\$10,000 lumber company.  
Laurel—\$60,000 paper mill.  
McComb—\$10,000 warehouse company.

**Missouri.**  
Kansas City—\$25,000 development company; \$50,000 investment company; \$50,000 land company; \$50,000 packing plant.  
St. Louis—Heating and engineering company; \$50,000 investment company; \$10,000 land company; \$15,000 motor

## It's Just the Coffee

and to the housewife we want to say that Yuletide is holiday in fact

### When the Coffee is Right

the long hours of labor itself in the preparation of the holiday meal.

When turkey, and cranberry sauce, pumpkin pie, holly and mistletoe, Santa Claus' music and frosty weather all combined, brings you to a full realization of a soul's full of good cheer, love and feeling—THEN,

Yes, then, is when the climax of your gorgeous meal needs the right kind of coffee. It is the finish that makes you listen. Jackson Square Coffee is the answer just that and no more.

Blended for color, aroma, taste, body, all to produce quality. To the housewife we bespeak confidence for Jackson Square Coffee for your holiday festivities.

We know that a trial, now, when you will watch your result in coffee making, will make our reward ample.

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## Importers Coffee Co. Ltd.

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**Quality--Jackson Square.**

car company; \$10,000 motor car company.

**North Carolina.**  
Elizabeth City—\$100,000 iron works; \$100,000 land company.  
James City—Pulp mill.  
Mooreville—\$100,000 oil mill.  
Greensboro—\$25,000 machinery plant.  
Coffield—\$20,000 manufacturing company.

**Oklahoma.**  
Tulsa—\$5,000 roofing company.  
**Tennessee.**  
White Pine—Milling company.  
Nashville—\$60,000 ice factory; \$100,000 granite stone company; power plant.  
Knoxville—\$50,000 land company; \$100,000 machinery company; mining company.

**Texas.**  
El Paso—Lard factory.  
Nocona—Warehouse company.  
Pampa—\$10,000 lumber company.  
Stowell—\$5,000 canning factory.  
Somerville—\$10,000 light and manufacturing company.  
Dallas—\$500,000 loan company.  
Marshall—Oil company.  
Bloomington—\$20,000 light and water plant.

**Virginia.**  
Richmond—\$100,000 contracting company; \$50,000 land company.  
Norfolk—\$25,000 land company; \$25,000 laundry company.  
Roanoke—\$50,000 manufacturing company; \$300,000 safety razor manufacturing company.  
Big Stone Gap—Handle factory.  
Courtland—\$100,000 peanut company.  
Bedford City—\$60,000 mining company.

Blue comes first in fall colors, and the rich dark tone navy will be employed in many smart gowns.

**INSURING CONDUCTORS AGAINST THE LOSS OF THEIR JOBS.**

In Michigan a new form of insurance has been unearthed among railroad conductors under which every man who loses his position through any cause except drunkenness or having his salary garnished, is to receive \$500. A Michigan Central conductor, William H. Ross, is reported to be the organizer, and the scheme was brought to the attention of the insurance commissioner through the attempt of another conductor to start a rival concern. The insurance commissioner holds that the plan is without legal authority, but will not interfere, as it is expected that a bill authorizing such institutions will be introduced in the legislature.

**Powder Proof.**  
Mile Genie, the famous dancer, at a ladies' luncheon in her honor in New York, said, according to the Washington Star:

"I am glad to see that American women are not using powder in the ridiculous manner that prevails abroad. Over there the powder is, really, laid on quite too thick."

"They say a London man remarked the other day to a friend: 'But if it was pitch dark, and she said nothing, how can you be sure that you kissed your wife's cousin by mistake?'"

"It was," the other answered, "a different brand of powder."

**No Place for Him.**  
It was one of those deep growing basso arias which hang indefinitely on the edge of a real tune without ever quite hitting it. And the man in the party had no use for it at all, says the Philadelphia Record.

When it was over the girl turned



DR. CHAS. W. FAIR,

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**THE ONLOOKER.**

FOLEY, BALDWIN COUNTY, ALA.

to him: "Ah!" she remarked, "Is that not lovely—perfectly lovely?—that 'Aria to My Absent Love?'" He looked at her. "So that's what it is, eh?" he exclaimed, "why I had hoped it out as an 'Ode to a Chuck Steak.'" They attended no more concerts to gether that season.



**Buy Your Christmas Turkey Here.**

**W**E have the finest lot of corn-fattened Turkeys ever brought to Pensacola. We bought heavily and cheap, and they will be sold accordingly. We have them from 8 lbs. up to 33 lbs.—hen Turkeys and big gobblers, and they are all fattened on corn in large and clean pastures. Our Turkeys are not kept in cages, but are direct from our yards. We will also have other Xmas goods, such as vegetables, game, fish, cranberries, etc.



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